



US Army Corps of Engineers

Norfolk District

News Release

Contact: Diana Bailey or Gerald Rogers
Phone: (757) 441-7673

FOR IMMEDIATE RELEASE
December 2, 2002

Norfolk District Small Business Deputy wins inaugural state award

Jack Beecher, Deputy for Small Business for the U.S. Army Corps of Engineers, Norfolk District, was recently named “Small Business Deputy of the Year” by the Small Business Administration’s Richmond District.

The newly-created award is bestowed upon a federal government agency Small Business specialist or procurement officer who has demonstrated exceptional support of the 8(a) Business Development Program and other small business programs.

Beecher joined the Norfolk District in 1970 after serving in the U.S. Army, and has been a part of the Contracting staff since 1974.

“Jack is truly the standard bearer and benchmark for all Small Business Specialists; this award was definitely created with him in mind,” said T.J. Proffitt, assistant director for the SBA’s Richmond district.

Through Beecher’s efforts the Norfolk District awarded more than \$100 million in contracts to small businesses this year. This was 42.7 percent of all contracts awarded by the Norfolk district and the second-highest percentage awarded in all of the Corps’ 47 districts. Norfolk District was also first in the nation in the percentage of contracts awarded to Small Disadvantaged Businesses and Women-Owned Businesses.

During the 2002 fiscal year, which ended Sept. 30, 2002, the District awarded contracts to 15 separate contractors, including 5 first-time contractors. The average small business contract was approximately 2.8 million dollars. Nationally, the Army Corps of Engineers awarded more than \$3 billion to small businesses across the U.S. in 2002.

#